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ELECTRICAL WHOLESALING

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ELECTRICAL WHOLESALING

JUNE
1992

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THE PUBLISHER'S NOTE

It looks real simple: Find out who the largest electrical distributors in the country are and list them in a table.

It's not that simple. At all.

Creating the "250 Biggest" listing you find in this month's issue, took *months* of intense work by Editorial Director Andrea Herbert and her staff. They spent that time researching, mailing, faxing, phoning, compiling, confirming. They needed to be on top of all the mergers and acquisitions that continue to shape this industry. They've had to have their ears to the ground to see who's up and coming. In fact, one of the toughest parts of the job is determining who should get our survey form. That effort paid off: This year's listing has over 20 companies who were not on the list a year ago.

We've also had your cooperation, for which I thank you. This year Andrea had the best response ever to her survey. She attributes that to the industry's growing sophistication; the better we all understand the forces shaping our industry—such as the consolidation apparent in this year's listing—the better we as publishers and you as electrical distributors, manufacturers and independent reps can adapt and grow.

If you received one of our survey forms or phone calls, you have a sense of the hard work it took to compile all the information that goes into our annual "250 Biggest" feature. Thanks to everyone involved — both readers and editorial staff — for making this exclusive industry resource possible.

Rich Hathaway

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250 BIGGEST

ELECTRICAL WHOLESALING'S RANKING OF THE LARGEST U.S. ELECTRICAL DISTRIBUTORS IS AN INDUSTRY EVENT.

■ "Down-size" emerged as the watchword in the industry in 1991. A difficult year, indeed, it was dominated by a deep and drawn-out recession. Just how difficult it was for electrical distributors reflects in our 1992 ranking of the 250 biggest among them. For company after company on the list, the year meant lower sales, staff cuts and branch closings.

Although acquisitions, mergers, closures/failures and down-sizing continued in the industry in 1991, the pace slowed for the bigger distributors. Considerable acquisition activity has taken place in the spring of 1992, however; some of it will show up in the data on this listing, some will be recorded on the next listing, in 1993.

Since last spring when the previous list was prepared, three of the companies on that list were acquired by other firms on the list; one gave us its 1991 results, but has since been sold. One has been blended into an associated company and one has gone out of business. A number of companies from the New England and Middle Atlantic states especially have down-sized to the point that they no longer qualify for the ranking. At least two of the distributorships on this list are operating under Chapter 11 of the Federal bankruptcy code.

Most firms on this year's list could be seen to have reduced the number of employees on the payroll since last year. Due to a difference in our methodology—this time we rank the group entirely by sales volume, whereas last year we did the top half of the list by sales and the bottom half by employee count—it's impossible to compare the cutoff points between the two rankings. This year it seems to fall around $13 million in sales or 57 employees.

Across the board, these distributors appear to have reduced staff by about 5%. That effort to pare down paid off. On the productivity front, these large companies as a group took a step forward. The sales per employee for the companies in this year's ranking (based on the 159 distributorships that furnished both employee counts and 1991 sales figures) rose to $325,000 from $295,000, an increase close to 10% in one year. The gain in productivity ran counter to the direction sales took last year. Recession-wracked in 1991, industry sales are thought to have dropped on the order of 3% or more. The sales picture, of course, varied considerably by region.

In addition to providing an overview of activity among the companies at the top of the electrical distribution industry, this ranking gives a guide to the entire industry's size and structure. In total, the 250 firms listed here employ 52,813 people in electrical wholesale operations. That figure includes data on several companies whose number of employees we estimated through internal or industry sources. They accounted for approximately $17.2 billion in sales in 1991. With electrical wholesaling industry sales around $38 billion in 1991, these 250 firms do around 45% of the industry's business.

These facts underscore two points about the electrical wholesaling industry. First, they show that even though the large, visible firms tend to get a lot of attention, it is smaller firms, with fewer than 60 employees each, that do the bulk of the business in the industry—about 55% of it.

Second, they reveal the meaning of "big" and "small" in the electrical wholesaling industry. While there are a number of firms with hundreds of employees and a few with thousands, a firm with only 50 or 60 employees stands among the biggest in the business. Of the estimated 5,000 or more U.S. electrical supply houses, 95% have fewer than 60 employees.

Among the companies on the list are the following:

The national chains. GE Supply Co., Bridgeport, Conn.; Graybar Electric Co., St. Louis, Mo.; and Westinghouse Electric Supply Co., Pittsburgh, Pa., have long been known in the industry as the national chains. In the mid-1980s, Consolidated Electrical Distributors, Inc., Westlake Village, Calif., joined their ranks. These four electrical distributors employ approximately 13,429 people, if our estimates are accurate. Based on industry input, their combined sales volume could approximate as much as $6 billion, or a bit more than 15% of industry sales. This percentage stands a tad higher than we calculated it to be last time, but we would ascribe that to the variability in the estimates included on several of these very large companies. The increased market share percentage does not necessarily stand as evidence that the national chains are taking over the industry.

If we were to include two other companies—the wire and cable distributor Anixter Bros., Skokie, Ill., and W.W. Grainger, Inc., Chicago, Ill., the general-line MRO supplier with considerable business in electrical products—in

By Andrea Herbert, Editorial Director

the national chain category, where they logically belong by virtue of the number of houses each has and their representation in most states, the category's employee count, sales volume and market share would be even larger.

The super-regional chains. This term is the designation we give to large chain distributorships that have spread beyond regional boundaries. Six in number, they include All-Phase Electric Supply Co., Benton Harbor, Mich.; Consolidated Electric Supply, Inc., Miami, Fla.; Crescent Electric Supply Co., East Dubuque, Ill.; EESCO, Inc., Chicago, Ill.; Noland Co., Newport News, Va.; and Summers Group, Dallas, Tex. Together they employ around 5,950 people and account for $1.8 billion in sales, approaching 5% of industry sales. Their market share appears to have edged back slightly since the last listing.

For the sake of comparison, we kept the super-regional chain group from last year intact; but the question of which firms truly fall into the super-regional category became somewhat problematic this year. The definition has been somewhat loose, in any event. Platt Electric Supply, Inc., Beaverton, Ore., certainly stands on the brink of super-regional status. Likewise do Cameron and Barkley Co., Electrical Division, Charleston, S.C., and Stuart C. Irby Co., Jackson, Miss. Branch Group, Inc., Upper Marlboro, Md., by reporting its data combined with that of affiliated companies in New England, brings itself closer, if not into the super-regional level of coverage. Southern Electric Supply Co., Meridian, Miss., has been near to super-regional chain status in recent years. Its upcoming merger into Willcox & Gibbs, Inc., parent company of Consolidated Electric Supply, puts a different twist on the equation. Since that deal will take place this year, we did not attempt to adjust for the change on this listing, which reports 1991 data.

The regional chains. In this listing, we count 39 electrical wholesalers with five or more branches in three or more states, our definition of a regional chain. Other such chain distributors exist in the industry, but since they have fewer employees or less sales, they did not make this listing and are not counted here. These companies employ 10,386 and probably do a combined annual sales volume of around $2.4 billion.

The statewide chains. These electrical distributors with five or more branches confine their operations within one state. There were 39 of them in this year's ranking, down from 44 last time.

The two-state chains. These companies have crossed state borders with their five or more houses, but they haven't spread far enough that they could be called regional chains. There are 32 of them on the list this year, the same as last year.

Multi-branch distributors. These firms again dominate the 250 Biggest listing in numbers, although their ranks have grown smaller over the years as more and more of them move on to chain status. This time there are 94 such companies, having two to four branches and serving a more or less local market area.

Single-house firms. Fewer of this type of electrical distributor seem to appear among the largest electrical wholesalers in the U.S. every time we do a listing, so it was a surprise to find more of them this year. Single-house distributors on the 1992 250 Biggest list number 23, up from 19 last time. The largest among them is Taylor Electric Supply Inc., Portland, Ore.

Specialty distributor chains. These companies, such as wire and cable distributors and lighting specialists, tend to have multiple locations, but only one per state, a somewhat different pattern from traditional full-line electrical wholesalers. Thirteen such companies are on the list this year; specialists not operating as chains can be found on the list, too.

The firms in this listing are ranked by dollar volume insofar as possible; previously we had ranked by number of employees because sales dollars, although a more credible means by which to size firms, is not always obtainable from each company. That is still the case, but we found sufficient distributors providing the information, especially among the larger firms on the list, that we were able to rank firms by sales volume. Last year, once we hit the $30 million sales mark, we continued the ranking by employee count. For this list, we attempted to place firms on the list by estimated sales volume, which entails considerable guesswork. It turned out that we had no firm cutoff in either sales or employees this time, and we expect that other small companies out there may rate a spot on the list based on their sales volume. Where possible, firms that reported their sales were put on the list ahead of firms that may have had more employees but chose not to reveal their dollar volumes. To place a firm in its slot on the list, we estimated either the number of employees or the dollar volume if the distributor did not provide them.

To qualify a company for a spot in the ranking, only its electrical wholesale-related sales and employees count. But we do include specialized electrical wholesalers on the 250 Biggest list in recognition of their ever more visible role in the electrical wholesaling industry.□

THE 250 BIGGEST ELECTRICAL DISTRIBUTORS

RANK	COMPANY (Parent)	HEADQUARTERS	1991 SALES	ELECTRICAL EMPLOYEES	LOCATIONS	SQ FT (000)	PRESIDENT OR CEO
1	**Graybar Electric Co., Inc.**	St. Louis, MO	1,735,000,000	4,729	205	NA	E.A. McGrath
2	**Consolidated Electrical Distributors, Inc.**	Westlake Village, CA	NA	NA	338	NA	T. Monis
3	**Westinghouse Electric Supply Co.** (Westinghouse Electric Corp.)	Pittsburgh, PA	NA	NA	260e	NA	E.A.J. Peretti
4	**GE Supply Co.** (GE Co.)	Bridgeport, CT	1,113,000,000	2,000	120	NA	D. Woods
5	**W.W. Grainger, Inc.**	Chicago, IL	NA	NA/8,700e	325	NA	D.W. Grainger
6	**All-Phase Electric Supply Co.**	Benton Harbor, MI	450,000,000	1,800	107	1,903	R.F. Kinney
7	**Summers Electric Group** (BTR, Inc.)	Dallas, TX	400,000,000	1,150	83	NA	W.K. Renwick
8	**Consolidated Electric Supply, Inc.** (Willcox & Gibbs, Inc.)	Miami, FL	348,000,000	1,140	62	NA	W.E. Campbell
9	**Crescent Electric Supply Co., Inc.**	East Dubuque, IL	NA	900e	97	NA	J. Schmid
10	**EESCO, Inc.**	Chicago, IL	260,000,000	750	36	730	S.C. Weiss
11	**Hughes Supply, Inc.**	Orlando, FL	250,000,000	900	115	NA	D.H. Hughes
12	**Anixter Bros., Inc. (Energy Group)** (Itel Corp.)	Skokie, IL	NA	250	45	750	J.G. Miller
13	**Houston Wire & Cable Co.** (HWC Distribution Corp.)	Houston, TX	175,000,000	275	9	400	J.K. Jennings, Jr.
14	**Mayer Electric Supply Co., Inc.**	Birmingham, AL	164,470,000	510	28	430	C.A. Collat
15	**Branch Group Inc. and affiliates**	Upper Marlboro, MD	160,000,000	540	32	675	C.M. Steiner
16	**Scott Electric Co.**	Greensburg, PA	NA	491	6	345	S. Scott
17	**Cameron & Barkley Co., Electrical Division**	Charleston, SC	156,177,000	477	30	550	J.R. Warren
18	**Stuart C. Irby Co.**	Jackson, MS	150,000,000	500	21	597	S.M. Irby
19	**Dealers Electrical Supply Co.**	Waco, TX	NA	468	34	549	M.W. Bracey
20	**Platt Electric Supply, Inc.**	Beaverton, OR	130,000,000	691	58	590	H.J. Platt
21	**Border States Industries, Inc.**	Fargo, ND	127,000,000	350	14	417	R. Gill/P. Madson
22	**Kirby Risk Supply Co., Inc.**	Lafayette, IN	NA	391	19	303	J.K. Risk III
23	**State Electric Supply Co., Inc.**	Huntington, WV	NA	390	17	440	A. Weisberg
24	**North Coast Electric Co.**	Bellevue, WA	NA	360	22	NA	P.E. Perko
25	**McNaughton-McKay Electric Co.**	Madison Heights, MI	NA	330	9	312	W.H. Bull
26	**Warren Electric Co.**	Houston, TX	115,000,000	320	8	NA	R.V. Williams
27	**Wholesale Electric Supply Co. of Houston, Inc.**	Houston, TX	106,000,000	210	4	220	C.G. Rutland
28	**Southern Electric Supply Co., Inc.** (International Technical Distributors)	Meridian, MS	100,000,000+	347	32	400	R.M. Merson
29	**Tristate Electrical Supply Co., Inc.**	Hagerstown, MD	88,970,000	308	24	NA	J.M. Waltersdorf

e—estimated either by the company or by the editors of ELECTRICAL WHOLESALING
Figures for EESCO, Inc., are not directly comparable with last year's due to its divestiture of its Dakota Electric division.

RANK	COMPANY (Parent)	HEADQUARTERS	1991 SALES	ELECTRICAL EMPLOYEES	LOCATIONS	SQ FT (000)	PRESIDENT OR CEO
30	**Watson Electric Supply Co.**	Dallas, TX	NA	270	20	295	M. Watson
31	**Turtle & Hughes, Inc.**	Linden, NJ	83,000,000	180	4	164	S.T. Millard
32	**Independent Electric Supply, Inc.**	San Carlos, CA	83,000,000	140	7	140	R.F. Hurd
33	**Brown Wholesale Electric Co. (Excel)**	Sun Valley, CA	82,000,000	220	8	130	R. Brown
34	**Tvesco, Inc.**	Memphis, TN	76,000,000	189	12	200	J.D. Liles
35	**Kendall Electric, Inc.**	Battle Creek, MI	75,487,900	232	10	127	A.R. Johnson
36	**Steiner Electric Company**	Elk Grove Village, IL	74,000,000	236	4	136	H.M. Kerman
37	**Stusser Electric Co.**	Seattle, WA	71,000,000	225	11	NA	L.E. Stusser
38	**Maurice Electric Supply Co., Inc.**	Washington, DC	60,629,000	145	4	NA	B.S. Green
39	**Kriz-Davis Co.**	Grand Island, NE	60,000,000	160	11	210	M.H. Gosda
40	**Bryant Supply Co., Inc.**	Gastonia, NC	58,417,054	250	11	NA	H.M. Bryant, Sr.
41	**Ace Electric Supply Co.**	Jacksonville, FL	55,000,000	215	20	NA	B.W. Covington
42	**Sacks Electrical Supply Co.**	Akron, OH	55,000,000	175	3	NA	J.D. Altshuler
	(UIS, Inc.)						
43	**Madison Electric Co.**	Detroit, MI	NA	205	10	170	J. Schneider
44	**Viking Electric Supply, Inc.**	St. Paul, MN	NA	200	9	NA	J. Schacker
45	**Maddux Supply Co.**	Greensboro, NC	NA	200e	10	100	J.B. Mathis
46	**Rumsey Electric Co.**	Philadelphia, PA	54,000,000	136	5	120	W.J. DiBui
47	**Walters Wholesale Electric Co.**	Long Beach, CA	53,004,357	185	10	108	J.L. Walter
48	**Moore Electric Supply Inc.**	Charlotte, NC	51,122,267	132	5	94	J.V. Moore
49	**Mack Electric Supply Co., Inc.**	Dothan, AL	50,660,000	175	6	180	D. F. McMullan
50	**Seattle Lighting & Fixture Co.**	Seattle, WA	50,000,000+	257	14	NA	P. Alexander
51	**American Electric Co.**	St. Joseph, MO	50,000,000	194	20	350	L. DeLeon
	(Sun Distributors, Inc.)						
52	**Bergenfield Lighting & Electrical Supplies**	Bergenfield, NJ	50,000,000	175	5	100	A. Vairo
53	**Northland Electric Supply Co.**	Minneapolis, MN	49,750,000	148	6	188	J.M. Vilett
54	**Lappin Electric Co.**	Milwaukee, WI	49,500,000	174	10	270	R.T. Lappin
55	**Electrical Equipment Co.**	Raleigh, NC	48,234,267	206	9	131	R.L. Hedgepeth
56	**Eck Supply Co.**	Richmond, VA	48,000,000	185	12	NA	L.W. Burnley, Jr.
	(Eck Enterprises, Inc.)						
57	**Noland Co.**	Newport News, VA	47,500,000	211e	34	NA	L.U. Noland III
58	**Stanion Wholesale Electric Co., Inc.**	Pratt, KS	47,000,000+	198	16	NA	W. Keller
59	**Billows Electric Supply Co.**	Philadelphia, PA	46,000,000	165	4	99	J. Billow
60	**Springfield Electric Supply Co.**	Springfield, IL	46,000,000	163	7	151	W.R. Schnirring, Jr.
61	**Avon Electrical Supplies, Inc.**	Hauppague, NY	45,800,000	76	5	50	L. + K. Moskowitz
62	**Evergreen Oak Electric Supply & Sales Co., Inc.**	Crestwood, IL	45,000,000	240	7	175	R.B. Caesar
63	**Eoff Electric Co.**	Salem, OR	45,000,000	154	5	175	J.I. Eoff
64	**Interstate Electric Supply Co., Inc.**	Chantilly, VA	44,800,000	190	13	198	F.J. Carr
65	**Stoneway Electric Supply**	Seattle, WA	44,000,000	140	10	140	E.E. Ralph
66	**The F.D. Lawrence Electric Co.**	Cincinnati, OH	44,000,000	91	4	84	P.F. Bodde
67	**Nunn Electric Supply Corp.**	Amarillo, TX	43,820,758	197	14	254	C.D. Hare
68	**Reily Electrical Supply, Inc.**	New Orleans, LA	NA	187	6	NA	T.S. Reily
69	**United Electric Supply Co., Inc.**	New Castle, DE	NA	180	7	150	N.R. Gianoulis
70	**City Electric Supply Co.**	Mt. Dora, FL	NA	171	24	NA	NA
71	**Fromm Electric Supply Corp.**	Piscataway, NJ	NA	160	4	109	D. Berman
72	**Electric Supply Co. of Wilson, Raleigh, Durham, Inc.**	Raleigh, NC	NA	157	11	NA	K.D. Kennedy, Jr.
73	**Dominion Electric Supply Co., Inc.**	Arlington, VA	NA	154	5	129	R.S. Sharlin
74	**Standard Electric Supply Co., Inc.**	Wilmington, MA	43,000,000	150	5	112	S.G. Brand
75	**Temple, Inc.**	Dallas, TX	42,500,000e	60	6	130	R.J. Morrison
76	**Summit Electric Supply Co., Inc.**	Albuquerque, NM	42,000,000	150	6	125	V.R. Jury, Jr.
77	**Dardanella Electric Corp.**	Arcadia, CA	41,697,000	102	8	124	W.W. Hoban
78	**Richards Electric Supply Co., Inc.**	Cincinnati, OH	40,000,000	120	5	110	I.S. Misrach
79	**Debenham Electric Supply Co., Inc.**	Anchorage, AK	38,000,000	123	9	125	R.G. Debenham
80	**Fitzpatrick Electric Supply Co., Inc.**	Muskegon, MI	36,175,000	150	7	164	L.P. Carlson
81	**Taylor Electric Supply, Inc.**	Portland, OR	36,000,000+	123	1	89	W.J. Klein
82	**Control Design Supply Inc.**	Minneapolis, MN	NA	125e	26e	NA	L.D. Dinkel
83	**Gamarel Electric Supply Co., Inc.**	Irvington, NJ	35,000,000	175	2	200	B. Gamarel
84	**Wehle Electric Co., Inc.**	Buffalo, NY	35,000,000	132	4	190	D.L. Bausch
	(Westburne Supply Inc.)						
85	**Uhr Electric Supply Co., Inc.**	Cherry Hill, NJ	35,000,000	100	4	80	E. Uhr

RANK	COMPANY (Parent)	HEADQUARTERS	1991 SALES	ELECTRICAL EMPLOYEES	LOCATIONS	SQ FT (000)	PRESIDENT OR CEO
86	**Fife Electric Company**	Novi, MI	35,000,000	75	1	70	B. Smith
87	**Rosen's Electrical Equipment Co.**	Pico Rivera, CA	NA	143	1	120	W. Rosen
88	**Friedman Electric Group**	Exeter, PA	NA	142	7	NA	S. + R. Friedman
89	**Electric Supply Co. of Asheville, Inc.**	Asheville, NC	NA	140	17	450	E.M. Winner
90	**Ralph Pill Electric Supply Co.**	Boston, MA	NA	140	15	180	A.E. Pill
91	**Revere Electric Supply Co.**	Chicago, IL	NA	140	5	NA	T.A. Eiseman
92	**Pacific Electrical Supply, Inc.**	San Leandro, CA	NA	135	6	107	A.P. Russello III
93	**Norcal Electric Supply, Inc.**	Redding, CA	NA	130	12	109	S.F. Schoradt
94	**Ryall Electric Supply Co.**	Denver, CO	NA	130	5	159	G.A. Wilson
95	**Becker Electric Supply** (John A. Becker Co.)	Dayton, OH	34,200,000	127	3	122	T.E. Becker
96	**Keathley-Patterson Electric Co.** (Sun Distributors, Inc.)	N. Little Rock, AR	34,000,000	128	13	NA	R.J. Wilson
97	**Cooper Electric Supply Co.**	Middletown, NJ	34,000,000	118	4	64	R.A. Cooper
98	**Penn Electric Supply Group**	Philadelphia, PA	33,000,000	142	4	185	S. Cooperstein
99	**Northern Wire and Cable, Inc.**	Troy, MI	NA	165 e	5 e	NA	G.M. Nast
100	**Electrical Distributors, Inc.**	Atlanta, GA	NA	96	1	60	D.C. Martin
101	**Tri-Electric Supply, Inc.**	San Marcos, CA	32,169,000	65	3	54	T.C. Black
102	**Dauphin Electric Supply Co.** (Dauphin Associates, Inc.)	Harrisburg, PA	32,000,000	125	4	100	T. Burkholder
103	**Power/Mation Div.**	St. Paul, MN	32,000,000	94	6	55	C. Reed
104	**The Hite Co.**	Altoona, PA	31,906,637	168	12	220	R.L. Hite
105	**Shealy Electrical Wholesalers, Inc.**	Greenville, SC	31,430,344	110	4	NA	J.S. DeLoache
106	**French Gerleman Electric Co.**	Maryland Heights, MO	31,000,000	89	3	42	W.B. French
107	**Professional Electric Products Co. (PEPCO)**	Eastlake, OH	31,000,000	68	2	80	J.H. Borley, Jr.
108	**Elliott Electric Supply, Inc.**	Nacogdoches, TX	30,256,000	147	17	145	W. Elliott
109	**King Wire & Cable Corp.**	Jamaica, NY	30,000,000 +	110	5	350	R. Dorfman
110	**J.H. Larson Electrical Co.**	Golden Valley, MN	30,000,000	111	6	120	C.E. Pahl
111	**Kennedy Electrical Supply Corp.**	Jamaica, NY	30,000,000	95	2	60	M. Berken
112	**Capital Lighting & Supply, Inc.**	Alexandria, VA	30,000,000	72	2	35	L.H. Duckett
113	**United Electric Supply Co.**	St. Louis, MO	NA	121	6	104	J. Brown
114	**McJunkin Corp.**	Charleston, WV	NA	115 e	10	190	H.B. Wehrle III
115	**Braid Electric Company**	Nashville, TN	NA	115	8	150	B.S. Gambill, Jr.
116	**Electrical Wholesalers, Inc.**	Hartford, CT	NA	115	6	100	H. Namerow
117	**Valley Electric Co. of Stockton**	Stockton, CA	NA	115	3	130	H.L. Dempsey, Jr.
118	**Butler Supply, Inc.**	Fenton, MO	NA	114	14	195	R.E. Butler
119	**Maynard's Electric Supply, Inc.**	Rochester, NY	NA	110	3	121	B. Hellman
120	**Villa Lighting Supply Co., Inc.**	St. Louis, MO	NA	110	3	110	J.A. Villa
121	**Wholesale Electrical Supply Corp.**	Vestal, NY	29,100,000	68	3	88	G.J. La Haie
122	**Barber/Northern Electric Supply, Inc.**	St. Paul, MN	28,453,000	82	3	96	E.L. Barber
123	**ESSCO Wholesale Electric**	Gilbert, AZ	28,000,000	93	10	100	T.D. Tapia
124	**Electrical Insulation Suppliers, Inc.** (EIS Management Corp.)	Atlanta, GA	27,500,000	NA/450 e	44	NA	S. Kendall
125	**Kulwin Electric Supply Co., Inc.**	Indianapolis, IN	26,809,000	99	6	105	H. Kulwin
126	**Electrical Suppliers, Inc.**	Norfolk, VA	26,206,374	97	4	87	W.W. Old
127	**Boggis-Johnson Electric Co.**	Milwaukee, WI	26,100,000	56	1	93	J.E. Johnson
128	**Standard Electric Co.**	Bangor, ME	NA	104	8	114	R. Stone
129	**Eagle Electric Supply Co., Inc.**	Boston, MA	NA	102	2	52	S. Kaplan
130	**Commerce Electric Supply Co.**	Linthicum, MD	NA	101	11	160	M.B. Lessans
131	**Hunzicker Brothers, Inc.**	Oklahoma City, OK	NA	101	6	110	W.T. Hunzicker
132	**The Van Meter Co.**	Cedar Rapids, IA	NA	101	6	65	J.M. Hoke
133	**Standard Electric Company**	Saginaw, MI	NA	99	11	137	L.N. Weber
134	**Grand Light & Supply Co., Inc.**	New Haven, CT	25,000,000 +	85	4	75	S.L. Stockman
135	**Codale Electric Supply, Inc.**	Salt Lake City, UT	25,000,000 +	59	2	37	D.P. Holt
136	**Cardello Electric Supply Co.**	Pittsburgh, PA	25,000,000	110	9	200	N.R. Cardello
137	**The Loeb Electric Co.**	Columbus, OH	25,000,000	78	4	NA	C.A. Loeb
138	**Amfac Distribution Hawaii, Inc.**	Honolulu, HI	25,000,000	69	4	NA	J.G. Ashmore
139	**Dakota Electric Supply Co.**	Fargo, ND	25,000,000	65	2	61	B. Herr

e—estimated either by the company or by the editors of ELECTRICAL WHOLESALING
Figures for EESCO, Inc., are not directly comparable with last year's due to its divestiture of its Dakota Electric division.

RANK	COMPANY (Parent)	HEADQUARTERS	1991 SALES	ELECTRICAL EMPLOYEES	LOCATIONS	SQ FT (000)	PRESIDENT OR CEO
140	**GNWC Wire Cable & Network Products, Inc.**	Downers Grove, IL	25,000,000	56	3	90	J. Dellarippa
141	**West Chester Electric & Electronics, Inc.**	West Chester, PA	24,704,512	84 e	2	60	L. Traines
142	**Kiemle-Hankins Supply Co.**	Toledo, OH	NA	90	4	NA	A.S. Martindale
143	**Active Electrical Supply Co.**	Chicago, IL	NA	90	1	45	H.C. Fox
144	**Fromm Electric Supply Corp. of Reading**	Reading, PA	NA	88	3	NA	B. Fromm
145	**Medler Electric Co.**	Alma, MI	NA	87	9	105	W. Leuth
146	**Hunt Electric Supply Co.**	Burlington, NC	NA	86	9	139	S. Hunt
147	**Teche Electric Supply, Inc.**	Lafayette, LA	NA	86	9	115	M.G. Hays
148	**Hartford Electric Supply Co.**	West Hartford, CT	NA	84	3	61	B.P. DePasquale
149	**Werner Electric Supply Co.**	Neenah, WI	23,810,000	59	3	NA	L.T. MacDonald
150	**Harry Cooper Supply Co.** (C.B. Management Co., Inc.)	Springfield, MO	23,800,000	95 e	2	NA	S.R. Reagan
151	**Tecot Electric Supply Co., Inc.**	New Castle, DE	23,500,000	93	4	80	S. Tecot
152	**Dixie Electric Supply Corp.**	Richmond, VA	23,454,119	84	3	65	J.F. Alexander
153	**Capitol Light & Supply Co.**	Hartford, CT	23,326,000	60	4	105	M.B. Cartin
154	**Denney Electric Supply**	Ambler, PA	23,300,000	104	9	128	B.H. Denney
155	**Fischer-Flack, Inc.**	Saginaw, MI	23,000,000	63	3	72	R. Tiderington III
156	**Schaedler Bros., Inc.**	Harrisburg, PA	NA	83	3	80	J.D. Schaedler
157	**Splane Electric Supply Co.**	Van Buren Township, MI	NA	82	6	160	A. Swartzenberg
158	**Wabash Electric Supply, Inc.**	Wabash, IN	NA	82	6	50	J.W. Forrester
159	**Royalite Co.**	Flint, MI	NA	82	4	84	G.B. Gottlieb
160	**Industrial Electric Supply Co.**	Birmingham, AL	NA	81	5	37	W.E. Mason
161	**Plainsco, Inc.**	Aberdeen, SD	NA	80 e	8	NA	D. Logan
162	**Benfield Electric Supply Co., Inc.**	White Plains, NY	22,500,000	78	3	60	R.C. Kohli
163	**Shepherd Electric Co., Inc.**	Baltimore, MD	22,432,000	63	1	61	C.C. Vogel III
164	**San Diego Wholesale Electric**	San Diego, CA	22,000,000 +	53	4	60	R.S. Zamarripa, Jr.
165	**Matthews Electric Supply Co., Inc.**	Birmingham, AL	22,000,000	85	5	NA	W.H. Cole, Jr.
166	**Aucoin & Miller Electric Supply Co.**	Houston, TX	22,000,000	70	3	64	B.T. Miller
167	**York Electrical Supply Co. (YESCO)**	York, PA	21,768,190	82	2	60	J.G. Livingston
168	**Square Electric Supply Co.**	Parsippany, NJ	21,550,000	52	2	38	H.W. Cohen
169	**Philips & Co.** (Sun Distributors, Inc.)	Columbia, MO	21,235,000	94	7	NA	B. Cornelius
170	**Wolff Bros. Supply, Inc.**	Medina, OH	21,000,000	115	4	120	H.E. Wolff
171	**Electric Fixture & Supply Co.**	Omaha, NE	21,000,000	86	4	70	L.L. Siedlyk
172	**Buckles-Smith Electric Co.**	San Jose, CA	21,000,000	61	3	NA	R.J. Polito
173	**Electric Supply & Equipment Co., Inc.**	Greensboro, NC	20,931,205	67	3	NA	D.G. Smith
174	**Georgia Lighting Supply Co., Inc.**	Atlanta, GA	20,700,000	148	4	113	H.L. Gilham, Jr.
175	**Requa Electrical Supply**	Rochester, NY	20,568,781	76	2	24	J.R. Wilson
176	**Tacoma Electric Supply, Inc.**	Tacoma, WA	20,510,000	65	3	70	R.R. Mauerman
177	**Stokes Electric Co.**	Knoxville, TN	20,000,000 +	84	3	70	R.E. Lay, Sr.
178	**Hampden Zimmerman Electric Supply**	Springfield, MA	20,000,000 +	76	3	90	T. Sanborn
179	**Reece Supply Co.**	Irving, TX	20,000,000	77	4	90	R.E. Reece
180	**Brook Electrical Supply Co.**	Chicago, IL	20,000,000	70	1	70	J. Rosenstein
181	**Basic Distribution Corp.**	Columbus, OH	NA	79	7	91	A.W. Kerr
182	**Advance Electric Supply Co., Inc.**	Flint, MI	NA	79	1	94	J.A. Smock
183	**Cadillac Electric** (Premier Industrial Corp.)	Oak Park, MI	NA	78 e	3 e	NA	J. Green
184	**Peerless Electric Supply Co.**	Indianapolis, IN	NA	77	4	85	B.A. Butz
185	**Michigan Brass & Electric Co.**	Lansing, MI	NA	76	2	37	R. Greenwood
186	**Shepherd Electric Supply Co., Inc.**	Goldsboro, NC	19,909,382	88	6	64	D.B. Shepherd
187	**McDonald Distributors of Florida, Inc.**	Ft. Lauderdale, FL	19,900,000	71	5	100 *	R.W. Long
188	**County Wholesale Electric Co., Inc.**	Orange, CA	19,000,000	62	2	40	R.S. Roberts
189	**Jarvis Electric Supply Co., Inc.**	Los Angeles, CA	18,900,000	92	1	42	L.W. Jarvis
190	**Associated of Los Angeles**	Los Angeles, CA	18,625,000	75	2	42	C.D. Russell, Jr.
191	**The H. Poll Electric Co.**	Toledo, OH	18,000,000	59	4	60	R.W. Poll
192	**Electrical Wholesale Supply Co., Inc.**	Idaho Falls, ID	18,000,000	51	6	49	R. Norman
193	**Coleman Electrical Supply Co., Inc.**	Brooklyn, NY	NA	96	6	60	S. + W. Coleman
194	**Missouri Valley Electric Co.**	Kansas City, MO	17,829,000	70	1	NA	C.R. Hopkins
195	**B & K Electric Wholesale**	City of Industry, CA	17,747,000	83	4	77	K. Kindrick
196	**I.G. Federal Electrical Supply Corp.**	Long Island City, NY	17,600,000	45	1	33	S.J. Friedman
197	**Triangle Electric Supply Co.**	El Paso, TX	17,500,000	47	1	55	R. Acton

RANK	COMPANY (Parent)	HEADQUARTERS	1991 SALES	ELECTRICAL EMPLOYEES	LOCATIONS	SQ FT (000)	PRESIDENT OR CEO
198	Rockingham Electrical Supply Co., Inc.	Newington, NH	NA	76	5	107	J.E. Pender
199	The Reynolds Co.	Dallas, TX	NA	75	3	NA	D. Reynolds
200	Major Electric & Supply, Inc.	Pawtucket, RI	NA	73	1	41	D.E. Leven
201	Womack Electric Supply Co., Inc.	Burlington, NC	NA	72	11	NA	R.T. Womack
202	Coast Electric Co.	San Diego, CA	NA	71	3	70	S.J. Wilkins
203	Roden Electrical Supply Co.	Knoxville, TN	NA	70	7	90	S.C. McCamy
204	The H. Leff Electric Co.	Cleveland, OH	NA	70	4	85	S.L. Leff
205	Electrical Wholesale Supply Co., Inc.	Salt Lake City, UT	NA	70	4	75	R.W. Gardner
206	Raymond de Steiger, Inc.	Sterling Heights, MI	NA	70	3	60	R. de Steiger
207	Wolberg Electrical Supply Co., Inc.	Albany, NY	NA	70	2	59	M. Bindell
208	Franklin Electric Co.	Philadelphia, PA	NA	70	1	95	W.T. Walker III
209	Allied Electric Supply Co.	Pittsburgh, PA	NA	70 e	12 e	NA	E. Berman
210	Seamans Supply Co., Inc.	Manchester, NH	NA	70 e	4 e	NA	D.G. March
211	Wholesale Electric Supply Co., Inc.	Texarkana, TX	NA	68	7	98	A. McCulloch
212	Midwest Electric Supply Co.	Owensboro, KY	NA	68	3	30	W.A. Johnson
213	Memphis Lamp Co.	Memphis, TN	NA	67	7	70	D.M. Marrs
214	ANESCO	Kingston, PA	NA	67	1	40	G.S. Fierman
215	Electrical Distributors Co.	San Jose, CA	17,000,000	56	2	54	C. Lehmann
216	Colonial Electric Supply Co.	King of Prussia, PA	17,000,000	42	1	20	J.W. Bellwoar
217	Schwing Electrical Supply Corp.	Farmingdale, NY	16,800,000	51	3	51	C.W. Schwing
218	K & M Electric Supply, Inc.	Riviera Beach, FL	16,700,000	51	5	49	W.K. Mooney
219	Holt Electrical Distribution Corp.	New York, NY	16,500,000	95	1	100	P.J. Hillstrom
220	Peninsular Electric Distributors, Inc.	West Palm Beach, FL	16,442,151	52	1	21	P.A. Larmoyeux, Sr.
221	Maltby Electric Supply Co., Inc.	San Francisco, CA	16,200,000	53	3	47	R.H. Westerberg
222	Richard Electric Supply Co.	Miami, FL	16,200,000	83	3	NA	J. Fernandez, Jr.
223	Voss Electric Supply Co.	Lincoln, NE	16,000,000	86	8	50	M.H. Voss
224	RAM Motors & Controls (Ram Industries, Inc.)	Reading, PA	16,000,000	53	1	30	D.E. Walton
225	Minnesota Electric Supply Co.	Willmar, MN	NA	66	5	97	H.W. Linder
226	Electrical Engineering & Equipment Co.	Des Moines, IA	NA	66	1	80	J.J. Myers
227	Granite City Electric Supply Co.	Quincy, MA	NA	65	4	79	P.P. Godwin
228	Griffith Electric Supply Co., Inc.	Trenton, NJ	NA	65	1	70	M.A. Griffith
229	Western Extralite Co.	Kansas City, MO	NA	65 e	6 e	NA	J. Isenberg
230	Kiefer Electrical Supply Co.	Peoria, IL	NA	65 e	4 e	NA	W.A. Kiefer
231	Interstate Electrical Supply Co.						
232	Franklin Electric Co.	Atlantic City, NJ	15,700,000	74	8	70	E.R. Lowenstein
233	Chemco Electric Supply, Inc.	Tampa, FL	15,407,441	48	3	52	J. Zink
234	West Virginia Electric Supply Co.	Huntington, WV	15,330,000	85	6	72	J. Colker
235	Romac Supply Co.	City of Commerce, CA	15,000,000	30	4	130	D.B. Rosenfield
236	Alameda Electrical Distributors, Inc.	Hayward, CA	14,600,000	56	2	48	R. LaRue
237	Mid-West Wholesale Lighting Corp.	Los Angeles, CA	14,100,000	53	1	36	M. Frandzel
238	St. Louis-Metro Electric Supply, Inc.	St. Louis, MO	14,000,000	102	8	79	J.O. Frisella
239	Shanor Electric Supply, Inc.	Buffalo, NY	14,000,000	82	3	74	J.R. Shanor, Jr.
240	American Light, Inc.	Austin, TX	14,000,000	77	6	NA	W.D. Graham
241	Michigan Electric Supply	Flint, MI	NA	62	4	110	D. Marlinga
242	Empire Electric Supply Co.	Rochester, NY	NA	62	3	80	S.B. Cutler
243	M & M Lighting, Inc.	Houston, TX	NA	61	2	53	J. Margolin
244	Brock-McVey Supply Co.	Lexington, KY	NA	60 e	5 e	NA	J. McDonald III
245	National Electric Supply Co.	Albuquerque, NM	NA	60 e	3 e	NA	B.W. Lawrence
246	Holmes Distributors, Inc.	Portland, ME	NA	60 e	3	NA	B. Andrews
247	Gross Electric, Inc.	Toledo, OH	13,205,300	65	5	75	R. Gross
248	K.J. Electric Corp.	Syracuse, NY	13,000,000	85	4	130	K.E. Jacobs
249	Tri State Supply Co., Inc.	Washington, PA	13,000,000	55	4	36	J.D. Van Zandt
250	The Starbuck Sprague Co.	Waterbury, CT	NA	59	2	52	H.W. Schultze

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RANK	COMPANY
41	Ace Electric Supply Co.
143	Active Electrical Supply Co.
182	Advance Electric Supply Co., Inc.
236	Alameda Electrical Distributors, Inc.
209	Allied Electric Supply Co.
6	All-Phase Electric Supply Co.
51	American Electric Co.
240	American Light, Inc.
138	Amfac Distribution Hawaii, Inc.
214	ANESCO
12	Anixter Bros., Inc. (Energy Group)
190	Associated of Los Angeles
166	Aucoin & Miller Electric Supply Co.
61	Avon Electrical Supplies, Inc.
195	B & K Electric Wholesale
122	Barber/Northern Electric Supply, Inc.
181	Basic Distribution Corp.
95	Becker Electric Supply
162	Benfield Electric Supply Co., Inc.
52	Bergenfield Lighting & Electrical Supplies
59	Billows Electric Supply Co.
127	Boggis-Johnson Electric Co.
21	Border States Industries, Inc.
115	Braid Electric Company
15	Branch Group Inc. and affiliates
244	Brock-McVey Supply Co.
180	Brook Electrical Supply Co.
33	Brown Wholesale Electric Co. (Excel)
40	Bryant Supply Co., Inc.
172	Buckles-Smith Electric Co.
118	Butler Supply, Inc.
183	Cadillac Electric
17	Cameron & Barkley Co., Electrical Division
112	Capital Lighting & Supply, Inc.
153	Capitol Light & Supply Co.
136	Cardello Electric Supply Co.
233	Chemco Electric Supply, Inc.
70	City Electric Supply Co.
202	Coast Electric Co.
135	Codale Electric Supply, Inc.
193	Coleman Electrical Supply Co., Inc.
216	Colonial Electric Supply Co.
130	Commerce Electric Supply Co.
8	Consolidated Electric Supply, Inc.
2	Consolidated Electrical Distributors, Inc.
82	Control Design Supply Inc.
97	Cooper Electric Supply Co.
188	County Wholesale Electric Co., Inc.
9	Crescent Electric Supply Co., Inc.
139	Dakota Electric Supply Co.

RANK	COMPANY
77	Dardanella Electric Corp.
102	Dauphin Electric Supply Co.
19	Dealers Electrical Supply Co.
79	Debenham Electric Supply Co., Inc.
154	Denney Electric Supply
152	Dixie Electric Supply Corp.
73	Dominion Electric Supply Co., Inc.
129	Eagle Electric Supply Co., Inc.
56	Eck Supply Co.
10	EESCO, Inc.
171	Electric Fixture & Supply Co.
89	Electric Supply Co. of Asheville, Inc.
72	Electric Supply Co. of Wilson, Raleigh, Durham, Inc.
173	Electric Supply & Equipment Co., Inc.
100	Electrical Distributors, Inc.
215	Electrical Distributors Co.
226	Electrical Engineering & Equipment Co.
55	Electrical Equipment Co.
124	Electrical Insulation Suppliers, Inc.
126	Electrical Suppliers, Inc.
205	Electrical Wholesale Supply Co., Inc.
192	Electrical Wholesale Supply Co., Inc.
116	Electrical Wholesalers, Inc.
108	Elliott Electric Supply, Inc.
242	Empire Electric Supply Co.
63	Eoff Electric Co.
123	ESSCO Wholesale Electric
62	Evergreen Oak Electric Supply & Sales Co., Inc.
86	Fife Electric Company
155	Fischer-Flack, Inc.
80	Fitzpatrick Electric Supply Co., Inc.
232	Franklin Electric Co. (Atlantic City, N.J.)
208	Franklin Electric Co. (Philadelphia, Pa.)
106	French Gerleman Electric Co.
88	Friedman Electric Group
71	Fromm Electric Supply Corp.
144	Fromm Electric Supply Corp. of Reading
83	Gamarel Electric Supply Co., Inc.
4	GE Supply Co.
174	Georgia Lighting Supply Co., Inc.
140	GNWC Wire Cable & Network Products, Inc.
134	Grand Light & Supply Co., Inc.
227	Granite City Electric Supply Co.
1	Graybar Electric Co., Inc.
228	Griffith Electric Supply Co., Inc.
247	Gross Electric, Inc.
178	Hampden Zimmerman Electric Supply
150	Harry Cooper Supply Co.
148	Hartford Electric Supply Co.
246	Holmes Distributors, Inc.

RANK	COMPANY
219	Holt Electrical Distribution Corp.
13	Houston Wire & Cable Co.
11	Hughes Supply, Inc.
146	Hunt Electric Supply Co.
131	Hunzicker Brothers, Inc.
32	Independent Electric Supply, Inc.
160	Industrial Electric Supply Co.
64	Interstate Electric Supply Co., Inc.
231	Interstate Electrical Supply Co.
196	I.G. Federal Electrical Supply Corp.
189	Jarvis Electric Supply Co., Inc.
110	J.H. Larson Electrical Co.
218	K & M Electric Supply, Inc.
96	Keathley-Patterson Electric Co.
35	Kendall Electric, Inc.
111	Kennedy Electrical Supply Corp.
230	Kiefer Electrical Supply Co.
142	Kiemle-Hankins Supply Co.
109	King Wire & Cable Corp.
22	Kirby Risk Supply Co., Inc.
39	Kriz-Davis Co.
125	Kulwin Electric Supply Co., Inc.
248	K.J. Electric Corp.
54	Lapp'in Electric Co.
243	M & M Lighting, Inc.
49	Mack Electric Supply Co., Inc.
45	Maddux Supply Co.
43	Madison Electric Co.
200	Major Electric & Supply, Inc.
221	Maltby Electric Supply Co., Inc.
165	Matthews Electric Supply Co., Inc.
38	Maurice Electric Supply Co., Inc.
14	Mayer Electric Supply Co., Inc.
119	Maynard's Electric Supply, Inc.
187	McDonald Distributors of Florida, Inc.
114	McJunkin Corp.
25	McNaughton-McKay Electric Co.
145	Medler Electric Co.
213	Memphis Lamp Co.
185	Michigan Brass & Electric Co.
241	Michigan Electric Supply
212	Midwest Electric Supply Co.
237	Mid-West Wholesale Lighting Corp.
225	Minnesota Electric Supply Co.
194	Missouri Valley Electric Co.
48	Moore Electric Supply, Inc.
245	National Electric Supply Co.
57	Noland Co.
93	Norcal Electric Supply, Inc.
24	North Coast Electric Co.
99	Northern Wire and Cable, Inc.
53	Northland Electric Supply Co.
67	Nunn Electric Supply Corp.
92	Pacific Electrical Supply, Inc.
184	Peerless Electric Supply Co.
220	Peninsular Electric Distributors, Inc.
98	Penn Electric Supply Group
169	Philips & Co.
161	Plainsco, Inc.
20	Platt Electric Supply, Inc.
103	Power/Mation Div.
107	Professional Electric Products Co. (PEPCO)
90	Ralph Pill Electric Supply Co.
224	RAM Motors & Controls
206	Raymond de Steiger, Inc.
179	Reece Supply Co.
68	Reily Electrical Supply, Inc.
175	Requa Electrical Supply
91	Revere Electric Supply Co.
222	Richard Electric Supply Co.
78	Richards Electric Supply Co., Inc.
198	Rockingham Electrical Supply Co., Inc.
203	Roden Electrical Supply Co.
235	Romac Supply Co.
87	Rosen's Electrical Equipment Co.

RANK	COMPANY
159	Royalite Co.
46	Rumsey Electric Co.
94	Ryall Electric Supply Co.
42	Sacks Electrical Supply Co.
164	San Diego Wholesale Electric
156	Schaedler Bros., Inc.
217	Schwing Electrical Supply Corp.
16	Scott Electric Co.
210	Seamans Supply Co., Inc.
50	Seattle Lighting & Fixture Co.
239	Shanor Electric Supply, Inc.
105	Shealy Electrical Wholesalers, Inc.
163	Shepherd Electric Co., Inc.
186	Shepherd Electric Supply Co., Inc.
28	Southern Electric Supply Co., Inc.
157	Splane Electric Supply Co.
60	Springfield Electric Supply Co.
168	Square Electric Supply Co.
133	Standard Electric Company
128	Standard Electric Co.
74	Standard Electric Supply Co., Inc.
58	Stanion Wholesale Electric Co., Inc.
23	State Electric Supply Co., Inc.
36	Steiner Electric Company
177	Stokes Electric Co.
65	Stoneway Electric Supply
18	Stuart C. Irby Co.
37	Stusser Electric Co.
238	St. Louis-Metro Electric Supply, Inc.
7	Summers Electric Group
76	Summit Electric Supply Co., Inc.
176	Tacoma Electric Supply, Inc.
81	Taylor Electric Supply, Inc.
147	Teche Electric Supply, Inc.
151	Tecot Electric Supply Co., Inc.
75	Temple, Inc.
66	The F.D. Lawrence Electric Co.
104	The Hite Co.
204	The H. Leff Electric Co.
191	The H. Poll Electric Co.
137	The Loeb Electric Co.
199	The Reynolds Co.
250	The Starbuck Sprague Co.
132	The Van Meter Co.
249	Tri State Supply Co., Inc.
197	Triangle Electric Supply Co.
29	Tristate Electrical Supply Co., Inc.
101	Tri-Electric Supply, Inc.
31	Turtle & Hughes, Inc.
34	Tvesco, Inc.
85	Uhr Electric Supply Co., Inc.
113	United Electric Supply Co.
69	United Electric Supply Co., Inc.
117	Valley Electric Co. of Stockton
44	Viking Electric Supply, Inc.
120	Villa Lighting Supply Co., Inc.
223	Voss Electric Supply Co.
158	Wabash Electric Supply, Inc.
47	Walters Wholesale Electric Co.
26	Warren Electric Co.
30	Watson Electric Supply Co.
84	Wehle Electric Co., Inc.
149	Werner Electric Supply Co.
141	West Chester Electric & Electronics, Inc.
234	West Virginia Electric Supply Co.
229	Western Extralite Co.
3	Westinghouse Electric Supply Co.
211	Wholesale Electric Supply Co., Inc.
27	Wholesale Electric Supply Co. of Houston, Inc.
121	Wholesale Electrical Supply Corp.
207	Wolberg Electrical Supply Co., Inc.
170	Wolff Bros. Supply, Inc.
201	Womack Electric Supply Co., Inc.
5	W.W. Grainger, Inc.
167	York Electrical Supply Co. (YESCO)